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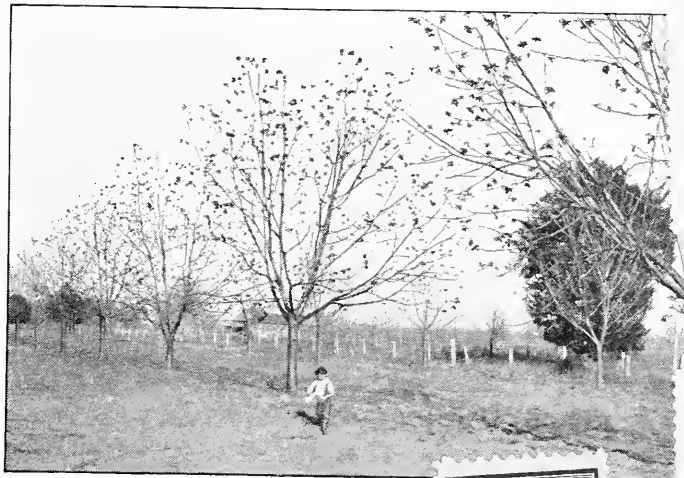
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# FAT TREES

for LEAN YEARS

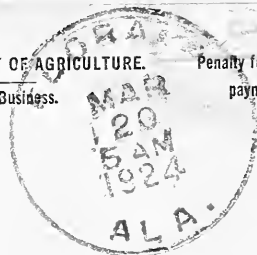


From *Harlan Farms Nursery*

Address *Lockhart Ala.*

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GOVERNMENT PRINTING OFFICE

M. R. N.

# Make Every Year Profitable with Pecans

"How You Goin' to Keep 'Em Down on the Farm" was a popular song not long ago, and it's a question worth asking. Even Uncle Sam gets troubled about it every now and then, and hires experts to determine why more people leave the farm for the city each year.

People prefer city life because of city jobs, which offer a regular income (except in hard times), and are not subject to the ups and downs which make farming such a risky proposition. The grain and cotton farmer takes chances on the weather, on the markets, and on labor. When his crops are excellent, the markets are likely to be unfavorable; shortage of labor will mean that his crops are likely to be lost. What good is a splendid crop when labor is high and prices are low?



Grove of 6-year trees at Lockhart—located on poultry farm

## Farmers Need Regular Incomes

They need a crop which can be relied upon to produce profits year after year, which is little affected by unfavorable temperatures, which brings a standard price whether the market is poor or not. Are you growing such a crop now, or are you dependent upon corn, or cotton, or tobacco, with their varying prices? Are you confident

that the year's effort and labor will bring you a substantial return, and put money in the bank, or are you gambling all your faith on grain or cotton? Do you have a side crop which you are sure of, or will you be left "flat" if the boll weevil comes to pay a visit and brings its family along?

## You Can Rely upon Pecans as a Stop-Gap in Lean Years

You can depend upon Pecans to produce their share of profit when crops are good. After a grove is well developed, it will often produce as much profit as the rest of the farm; farmers who have taken our advice and planted Pecans as sort of a reserve in time of need have later devoted most of their ground to the development of larger groves, because of the profit they obtained from the first few acres.

Unlike most other crops, Pecans are always dependable. Although the trees mature slowly and do not produce many nuts for some years, when they start to bear you can count on a steadily increasing quantity of nuts every year, with a corresponding increase in profits.

Again, unlike other crops, Pecans seldom have any ups and downs in the market. Prices for good nuts are always high, and probably will remain high for years to come. Only within the last few years have people learned to eat Pecans, and each season the demand grows faster than the supply. There will be many groves started this year and next because of these vast profits, but there will always be a good market for the nuts; more of them are used in candies than any other kinds, and they are rapidly becoming the favorite nuts for table use.

### Plant Ten Acres as a "Reserve Fund"

We recommend ten-acre groves as a starter, for two reasons: In the first place, no farmer will miss ten acres of his land; it isn't enough space to bother about, so far as field crops are concerned. Second, ten acres are plenty

to show you what money you can make out of Pecans. A grove of this size will likewise show you that you're wasting labor on ordinary field crops. Pecans do not need the cultivation demanded by cotton, corn, or tobacco, but if you want to get the maximum crops and profits you will give the trees reasonable care. If the season is dry, cultivate every week or ten days up to the middle of July; this cultivation makes a mulch of dust and thus conserves the moisture in the soil. Likewise, this cultivation close to the trees helps the filler crop from which you make the money before the Pecan trees begin to bear.

### Filler Crops Will Pay for Everything

Many of our customers get their grove free by planting peaches, plums, grapes, figs, or strawberries between the trees. Because of the comparatively slow growth, a newly planted orchard has plenty of space available for other crops. These often pay for the trees, the cost of cultivation, and sometimes give you a tidy profit in addition. At the same time you are fertilizing the Pecans and keeping the ground well worked about their roots. Thus you help the trees and at the same time get a good income from the ground devoted to your grove. This space may be worked even after the trees come into bearing, since a young bearing tree takes up only a small portion of the space it will ultimately occupy.

Filler crops of this kind are really beneficial for a period of about eight years after the grove is planted.

## PLAN TO START A GROVE OF SCHLEY, STUART, OR SUCCESS THIS SEASON

Planting Season from November 15 to March 15



# Plant Pecan Trees about the Farm Even if You Can't Afford a Grove

Fence corners, lanes, fence-lines between fields—these are just a few suggested locations which might be adapted to your farm. Pecans will grow well anywhere. They prefer a rich soil, but will produce good crops without it.

Naturally, a tree which receives no fertilizer and cultivation will not be so productive as one which receives proper care. However, you will get a good quantity of nuts even from trees planted in this manner—far more than enough to repay you for their cost and the labor of planting them.

## Which Pecans Pay Biggest Profits?

There are varieties with large nuts and varieties with small ones. Some produce large crops every year; others can't be depended upon. In fact, Pecans are like everything else. There are fine ones and there are some which are not. Many things must be considered when selecting the proper Pecans for orchard planting, since you must be sure that the varieties selected:

1. Are vigorous enough to get along without too much special attention.
  2. Supply a good crop each year.
  3. Produce nuts large enough to find a ready sale.
- After consulting with many growers in the South, we have decided that only three varieties come up to the mark: *Schley*, *Stuart*, and *Success*.

## Why Not Plant Productive Shade Trees?

Where you need shade, plant a Pecan tree. It will shield your porch or a side of your house from the sun as well as a maple or elm, and you'll get a crop of valuable nuts instead of worthless leaves. Fruit trees are occasionally used for shade, but they are not nearly so satisfactory; unless they receive the best kind of attention they are more likely to be a nuisance than a help.

You can plant Pecans just as you would plant any other shade trees, and forget about them until they start to bear. Unlike fruit trees, Pecans are long-lived; many of them are known to be more than two hundred years old, and are still producing great crops at that age.

## Pecans Have Permanent Value

If you plant a peach orchard you can count on profits for only about six or seven years. At the end of that time the trees are worn out. Apple orchards have a longer life, but even they have definite limitations and can be expected to depreciate after a period of productive bearing.

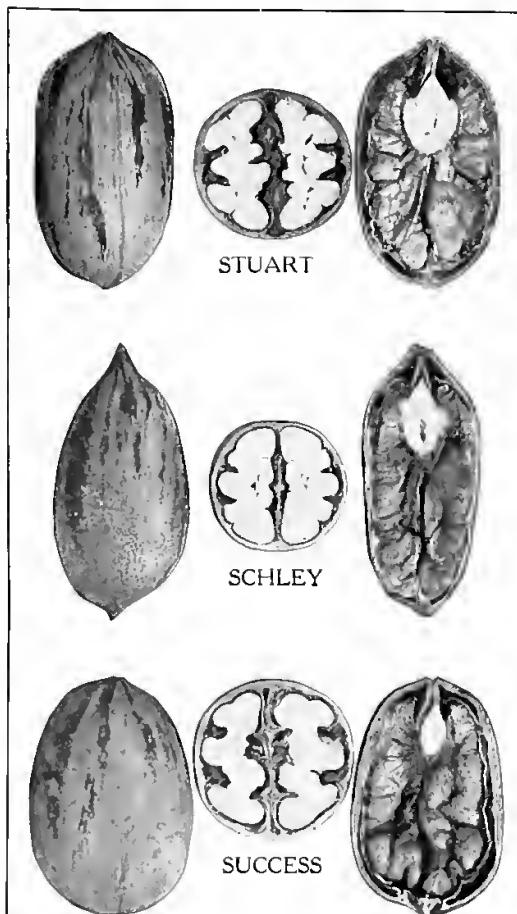
When you plant Pecans you are planting for the future as well as for the present. *Ten acres in Pecans will be more valuable to your children than any other crop you could possibly plant*, and are likely to earn more while you live than any other twenty acres of the farm. Better yet, such an orchard calls for no elaborate preparation of the soil, and gives you the use of much of the ground while the grove is "growing up."

## Facts About Pecans That Everyone Should Know

Pecan trees fall into two types: seedling trees, and grafted or budded trees. Seedling trees are, as the name implies, those grown direct from seed. Nuts are planted in the nursery row, and the trees which come from these nuts are sold to the public as Pecan trees. The chances are about 1 to 100 that a seedling from Schley would produce nuts like Schley. The nuts might be large and empty, small and bitter, irregular, and any of a dozen other conditions; no one knows what they are going to be until the trees bear!



"Profitable shade for the barnyard"



## Should Be in Every Grove

**SCHLEY.** The nut has a thin brittle shell, which is readily broken and easily separated from the meat. The light brown kernel is plump, quite free from wrinkles, and possesses a splendid taste. Because of its large size and its regularity of shape, this variety is in great demand by candy-makers and is popular for table use for the same reasons. Schley should be in every grove; it insures profit for the commercial grower, and guarantees a good supply of nuts for home use.

## Stuart and Success Are Market Favorites

**STUART** has a larger kernel than Schley, and so makes a fast-selling nut for table use, and readily brings good prices at all times. The shell is thin and easily cracked; the kernels are always plump and richly flavored. The growth of the trees is remarkably vigorous; no care is required besides ordinary cultivation and fertilization to gain bumper crops of nuts.

**SUCCESS** is noted for its good flavor and easy cracking qualities. It is large and broad and very popular in certain sections.

Grafted or budded trees are the only ones to plant. When seedlings are the proper size, they are grafted or budded from standard varieties. The bearing portion of the tree is in the grafted trunk; every nut will bear the characteristics of the variety from which the grafted stocks were obtained.

If you plant seedling trees, you may possibly get salable nuts, but the chances are that you won't. When you plant grafted or budded trees, you are sure that the nuts will be standard sorts, large, plump, tasty, and readily salable at all times. Seedling trees are sold at a lower price than grafted trees, for they represent much less work to the nurserymen. However, if you want a successful grove, you cannot afford to buy cheap, unreliable trees, which keep you waiting many years before you discover that they are worthless seedling sorts.

## We Do Not Sell Seedling Trees

Every tree we send you is budded or grafted from a standard variety, and will produce large, paper-shell nuts that will bring a good price in any market. We have been doing business for years on this basis, and have received many letters telling us of the big money made from our trees.

## Pecan Trees Are Peculiar

Pecans have a long tap-root, with few side branches, and so present a real problem to the nurserymen. Unless the trees are taken from the soil with great care and given proper treatment, they will receive injuries which will affect them for years to come. We do our share in the nursery; we take every precaution to insure that the trees will reach you in good condition. Follow instructions, and your trees are sure to grow from the start.

Pecan trees should be planted between the middle of November and the middle of March—any time between these dates, just so the trees are dormant.

Dig all holes 3 feet deep and 2 feet across before you order trees. Have plenty of rich top-soil at each hole, and mix it thoroughly with the soil you place about the roots. You can fertilize about the trees at the time of planting with manure. Be liberal with your fertilizer; a Pecan tree which makes a fast growth is practically immune to disease and insect pests; one which is fighting hard to get along is likely to be attacked by borers.

When the trees arrive, take them direct from the station to the field. Keep the roots covered until they are placed in the hole. Two men are necessary; one should hold the tree erect while the other uses the shovel. Tamp the soil firmly about the roots, or pour in a bucketful of water when the hole is more than half full, to insure that there are no air-pockets about the feeder roots. The tree should be planted a little deeper than it stood in the nursery, and the soil should be high enough so that it does not sink below the ground-level when it settles. *None of the crown root should ever be exposed after the tree is planted.*

When planning your Pecan grove, estimate placing the trees 60 feet apart, or twelve trees for each acre. A ten-acre plot will require 120 trees.

## PECAN TREES ARE DIRT CHEAP

when you take results into consideration. At the age of seven or eight years the trees begin to bear well. Trees fifteen to eighteen years old have given from 100 to 150 pounds of nuts each year, and older trees have borne as high as 640 pounds of nuts. One owner collected \$160 for the nuts from one tree!

For good paper-shell nuts, such as Schley and Stuart, the growers receive from 40 to 60 cents a pound. The normal return of a mature orchard (twelve to fifteen years old) is estimated to be from \$300 to \$450 per acre. Multiply this by 10 to learn the profits of the plot we recommend, and you can see why Pecans represent such a wonderful chance for the farmer. As the trees grow older, the yield increases and the grove becomes more profitable.

## Men of Foresight Invest Now for Future Profits

They realize that a young Pecan grove gives a better rate of interest than any bank can afford; they know that when it comes to bearing age it will represent a never-failing fund that will make every year a good year; they are willing to set aside a bit of land now, and devote a little extra labor to this investment. Did you ever hear of a man who had a Pecan grove on decent soil, and who wasn't satisfied with results?

We recommend ten acres, but there is nothing to prevent you from planting twenty acres if you like. However, we do not want you to plant more trees than you can afford to look after, nor to devote land to the grove which you really ought to have for annual crops. We know absolutely that a grove suited to your means will benefit you in the end, and will pay you big profits, but you must always remember that Pecans mature slowly, and make your plans accordingly.

The important thing is to get trees now. Every year you put off ordering means just one more year that you will have to wait for big profits. Don't you want to have big money waiting for you in ten to fifteen years? Plan for the future, and start your grove this season. Later you'll thank us for calling such an unbeatable crop to your attention. Act now. Make your plans and send us the attached order blank—but not until you have dug the holes for the trees!

# HARLAN FARMS NURSERY, LOCKHART, ALABAMA



## PRICES OF TREES F. O. B. LOCKHART, PACKED

3 to 4 ft. tops, 3-yr. roots . . . . .	1 to 4 \$1 00	5 to 49 \$0 90	50 up \$0 80	6 to 8 ft. tops, 5-yr. roots . . . . .	1 to 4 \$1 60	5 to 49 \$1 30	50 up \$1 20
4 to 5 ft. tops, 3-yr. roots . . . . .	1 15	1 00	90	8 to 10 ft. tops, 5-yr. roots . . . . .	2 00	1 75	1 65
5 to 6 ft. tops, 4-yr. roots . . . . .	1 30	1 10	1 00	<b>SPECIAL PRICES WILL BE MADE FOR QUANTITIES OF 500 OR MORE</b>			

Buy 12 trees for each acre. Pecans should be planted 60 feet apart each way. Peach trees may be used as fillers if desired.

TEAR OFF AND MAIL THIS TO US TODAY

HARLAN FARMS NURSERY, Lockhart, Ala. \_\_\_\_\_

19\_\_

Gentlemen: Enclosed find check for \$\_\_\_\_\_. Send by express or freight, whichever you consider better:

Number Desired	Variety	Size	Cost each	Total

Ship to \_\_\_\_\_  
Town
County
State
R. D. Number

Give Post Office if different from freight or express office \_\_\_\_\_

\_\_\_\_\_  
 Sign or print name here plainly



Healthy, clean and vigorous growth—no inferior stock shipped by us

## Harlan Farms' Trees Are Raised "Right"

Trees must be properly treated in the nursery if they are to respond well when planted in your grove. They must have room to fully develop root and branch; they must be cultivated and be well fertilized so that they are husky and strong when you receive them.

Knowledge, experience, and skill are combined in developing Harlan Farms' Pecan trees. We guarantee our trees are grafted or budded from the best stocks, and that the nuts they produce will be large and meaty, provided you do your part. We take every care in digging, in packing, and in shipping so that they will reach you in the best possible condition.

Plan to start a grove of **Schley**, **Stuart**, or **Success** this season. Delayed planting means delayed profits; make your plans now.